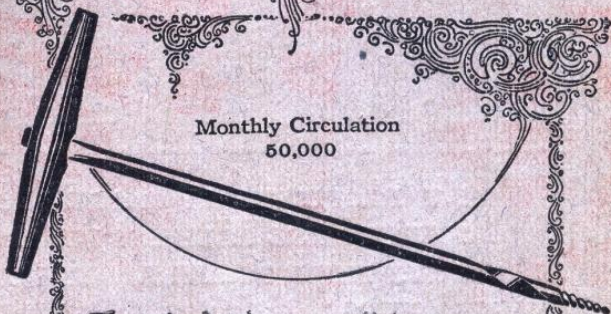


The Gimlet

Monthly Circulation
50,000



The gimlet is a small instrument
with a point

July, 1912

- Damages 10 Cents per annum -
- We need the money - There may be more numbers - That all depends -
- This is real second class stuff that pays first class postage - No post offices entered.

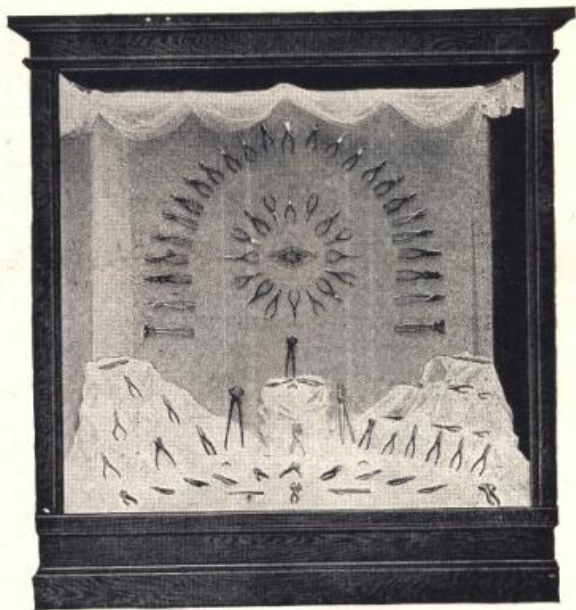


HAT PROFITETH IT A MAN TO
SQUEEZE THE BUSINESS LEMON
DRY, THEN TRAVEL WITH A
TRAINED NURSE.

ORIGINAL—THOT OUT BY,

Mike Kinney

Teamster and Editor.



SHOW WINDOW OF PLIERS

As a suggestion for the month, we offer a show window of Pliers. A window of these goods appeals to mechanics of all kinds; also to farmers, school teachers and boys that are interested in manual training. Using this window as a suggestion, you can arrange a tasteful and attractive window with a very small line of pliers.

"DIAMOND EDGE IS A QUALITY PLEDGE"

The Gimlet

ROME PERCOLATORS



Nos. 1223-24-25

Handles made of ebony-ized wood and always cold. Pots are tinned inside, nickel plated outside and beautifully finished.

A steel ring plate is furnished with every "ROME" Percolator. The plate aids to concentrate the heat under the pump valve and also prevents injury to the pot when used on a gas stove.

The coffee receptacle and pump valve are both made of aluminum. The same care and workmanship is employed in its construction that has given all "ROME" ware its mark of superiority.

	Per dozen
No. 1223— 4 cups,	\$28.00
No. 1224— 6 cups,	32.00
No. 1225— 9 cups,	36.00
No. 2023— 4 cups,	36.00
No. 2024— 6 cups,	40.00
No. 2026— 9 cups,	52.00



Nos. 2023-24-26

USUAL TRADE DISCOUNT

"DIAMOND EDGE IS A QUALITY PLEDGE"

No. 9
**DIAMOND EDGE
OLD STYLE
RAZOR**

This is our old stand-by, which we have sold year after year with splendid success.

It is a full hollow ground razor that takes easily and holds the finest edge.

This razor will give thorough satisfaction to the most exacting users.

Barbers highly recommend it and it is used in barber shops all over the country.

Made with square, round and hollow points and in $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$ and $\frac{3}{4}$ -inch widths.

All sizes, per dozen,
\$30.00

Usual Trade Discount



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NORVELL-SHAPLEIGH HARDWARE CO. ST. LOUIS, U.S.A.

DIAMOND EDGE BUTCHER KNIVES

WE show herewith three of the most popular pattern Diamond Edge Butcher Knives. The plain beech handle knife is especially adapted to the butcher trade. The blade of this knife is made of double shear steel which takes quickly and holds a very sharp edge. For hard, rough usage it has no equal.

The other patterns shown are especially adapted for household requirements. Diamond Edge Butcher Knives are made in many patterns, styles and sizes. Our catalogue shows the complete line



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Under the
King Nitro Trade
Mark we have a
complete line of High
Grade American Firearms
including Double Barrel
Hammer and Hammerless
and Single Barrel Guns and
Take Down Rifles.

THE

KING NITRO
LINE

No. 6512—12 Gauge Hammerless, as shown
in illustration, has the famous "Crucisteel"
Barrels, extra heavy Tapered Cannon Breech,
Taper Cross Wedge Bolts, Solid Drop Forged
Frame. Action is simple, compact
and positive. Each \$22.00

USUAL TRADE DISCOUNT

Also made in 16 Gauge

REMEMBER, "KING NITRO" COVERS A
FULL LINE OF GUNS AND RIFLES

COMPLETE CATALOGUE SENT ON REQUEST



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Rugby Bicycles continue to maintain their popularity year after year. The 1912 model Rugby is better than any model that has preceded it. We are constantly on the lookout for new improvements. When anything new in the bicycle line appears, it is first seen on Rugby wheels. If you don't have our Bicycle Catalogue, write for it.

"DIAMOND EDGE IS A QUALITY PLEDGE"

NORLEIGH DIAMOND SHOOTING COATS



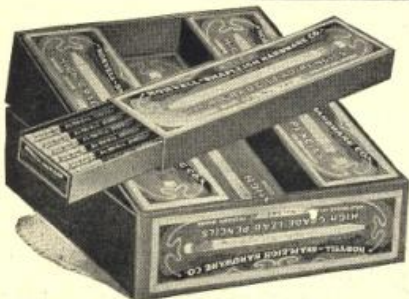
THIS IS OUR MOST POPULAR STYLE

Genuine 8 oz. watertite army duck, dead grass color. Body lined with khaki drill, sleeves lined with percaline, five outside cut-in pockets with flaps, one outside breast patched whistle or match pocket, full game pocketed throughout entire skirt with back and inside edge entrances, silk worked button holes, three genuine horn buttons, extra high, corduroy faced, close fitting, blizzard-proof collar with throat tab, extra large genuine horsehide padded shoulders, adjustable sleeves, with extra deep corduroy faced cuffs, ventilated gusset under arms, full leather bound throughout.

No. 500—Per dozen.....\$78.00
Usual Trade Discount

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Get Ready for School Days


Norvell-Shapleigh High Grade lead pencils always please. ONE SOLID PIECE of even tempered lead from cap to point—smooth clear cedar covering—easy to sharpen, entirely

FREE FROM GRIT

Illustration shows No. 622 (soft) and 623 (medium). Striped in vermillion and sea green. Packed in boxes of one dozen, six dozen in a carton. Per gross \$8.50

Usual Trade Discount

We were the first Hardware House to print on our pencils, "Made in America"

ONE CONTINUOUS LEAD 

"DIAMOND EDGE IS A QUALITY PLEDGE"

JERSEY FIRELESS COOKERS



Jersey Fireless Cookers are made entirely of metal and are so perfectly insulated with non-conducting substances as to insure the highest efficiency and the most satisfactory results. The complete absence of wood and other absorbent materials makes the Jersey absolutely odorless and sanitary, and prevents warping and swelling.

No. J250—Cooking capacity five gallons; outer case, gray Japanned steel; lining pure aluminum; vessels, aluminum. Each\$22.00

Large family size for whole ham, roast, stew, soup, vegetables, cereals, etc. Will cook four different dishes at one time; length 30 inches, width 15 inches, height 19 inches.

USUAL TRADE DISCOUNT

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W **REMINGTON UMC** **US**

**GET READY FOR
THE HUNTING SEASON**

—

We carry a complete stock of Winchester, Remington—U. M. C. and U. S. Ammunition.

Metallic Cartridges in every size and kind—Plain Lead, Soft Point, Metal Cased, Black Powder, Smokeless Powder, and every size made in "Lesmok" Powder.

Loaded shells in all grades Black Powder and all the various brands of Smokeless Powder—both for field and trap shooting.

**—ORDERS FILLED—
Promptly and Complete**

WINCHESTER LEADER FOR SMOKELESS POWDER

U.S. CARTRIDGE CO. AJAX SMOKELESS POWDER

U.M.C. ARROW SMOKELESS POWDER

35 24 LONG RIFLE

38 S&W SHOT

22 LONG RIFLE

22 SHORT

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NORLEIGH DIAMOND High Amperage Dry Batteries



Points of Superiority

Contains 30% more excitant fluid than any other dry cell.

It is the nearest approach to a wet battery of any dry cell manufactured.

Moisture is the life of a dry cell, and upon this feature—improved construction and excellent formula we base our claims.

We claim the following advantages for the Norleigh Diamond High Amperage Battery as compared with all other dry batteries.

1. Most rapid recuperation.
2. Least local action or deterioration while on open circuit.
3. Longest life in service or on the shelf.
4. Large round carbons insure less loss from breakage and offer least possible resistance to the flow of current.

No. HD600—Size 6x2½ inches. Amperage 25 to 27½.	
Each.....	\$0.34
No. HD800—Size 8x3½ inches. Amperage 35 to 40.	
Each.....	.90

USUAL TRADE DISCOUNT
Special prices in barrel lots

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AUTO ACCESSORY CATALOG No. 120 SENT UPON REQUEST

"DIAMOND EDGE IS A QUALITY PLEDGE"



The Gimlet



NAME REGISTERED

A MONTHLY MAGAZINE FOR
HARDWARE BOSSES AND THEIR CLERKS

Vol. V

JULY, 1912

No. 6

Address all Communications to
MIKE KINNEY, Teamster and Editor
c/o NORVELL-SHAPLEIGH HARDWARE CO.
ST. LOUIS, U. S. A.

Subscription Price — — — — 10 Cents per Annum

ON BOARD S. S. OLYMPIC WHITE STAR LINE

Sunday, July 7th, 1912.

My Dearest Maude:

WE have sailed. The word "sailed" is so full of poetry and romance. One imagines the swift flight of sea gulls. You see in your mind's eye graceful white sails against the deep blue of the horizon, etc., etc., etc.

As a matter of fact, this enormous sea-going hotel was backed out from the pier by numerous busy little tugs that hung on fore and aft like

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grim death, or like stout little bulldogs on a great mastiff.

We were *dragged* and *pulled* out into the channel of the Hudson as the whistles of New York were blowing twelve o'clock. The steel pier was crowded with perspiring people who came to say farewell. It was hot—very hot—and muggy, and most of the faces on the pier shone with an oily sheen not pleasant to look upon. Collars wilted as flags waved. All nations were there and the cries of greeting and farewell were in many tongues. As we had his excellency the Italian Ambassador as a passenger there was a large contingent of dark-skinned natives of Sunny Italy with their national flags at the dock to see him off. The Italian ladies had lovely dark liquid eyes but were fat, and surplus adipose tissue was out of place and uncomfortable on such a hot, sticky day.



BEING TOWED OUT INTO NEW YORK HARBOR

Drawn by

We at last got straightened out and started down the channel. Then we stuck in the mud. My, how busy the little tugs did get! More tugs came. They grabbed hold of the floating Marlborough-Blenheim everywhere. They snorted and pulled and puffed. They filled the air with smoke. Passengers escaped—coughing—below.

While the tugs are pulling us out of the mud—as they finally did, after an hour's tugging—let us go down and get our mail and inspect our cabins.

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There are six decks used by passengers on the Olympic. First the top deck—or the roof; then decks A, B, C, D and E, counting from the roof down. It is fully seventy feet from the top deck to the water line. There



are wide stairways fore and aft. These stairs are double, so people can go down one and up the other, but people always go the wrong way, so one is always dodging and falling over one's fellow travelers on these stairs. Then there are elevators, and when your legs are sore from climbing stairs you take to this service and stick to it throughout the voyage.

You find the "Enquiry Office" on the B deck near the stairs, and there is a great crowd ahead of you waiting for their mail. Finally you get your letters and telegrams and retire to the great writing room to read and write postals in answer. Everybody is writing, and so every desk and table is occupied. Here is a great mail sack with a card, "Pilot takes last mail at 1.15."

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WINDOW IN READING ROOM.
NOTE SIZE FOR A SHIP.

You usually miss the greatest sight of the trip—New York from the harbor, the Statue of Liberty etc.—writing these postals, but while we were stuck fast in the mud we had ample time to write and see the harbor afterwards.

Then down to our cabins on the lowest and cheapest deck, E. This time we decided to try the very cheapest first class cabins. On the chart these cabins were shown without any outside ventilation. Imagine our surprise to find outside portholes and nice large roomy cabins. Right here, my dearest Maude, let me tell you when you go on the Olympic get the cheapest cabin. The high priced cabins on the upper promenade decks have windows that open on the decks, and as people are promenading the deck at all hours of the day and night you have no privacy or quiet. This pointer alone is worth a subscription to *The Gimlet* for a year.

The "stewards" were putting our steamer trunks under our berths. While there were 700 first class passengers everything was working as if oiled. We checked our trunks from *our homes right to the cabin of the Olympic*. Each trunk was tagged with our names, the ship, date

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RECEPTION ROOM

of sailing and number of stateroom—and they arrived there via St. Louis Transfer Co., Pennsylvania R. R., New York Transfer Co. and ship's stewards, just as soon as we did. This means modern system, and such system is not equaled anywhere else in the world. Europe can learn much from our American checking system.

In our cabins were boxes of flowers, books, cigars and candy. Gee, Maude, but one does feel friendly to the whole universe when you step into your cabin and find these tokens of affection from the loved ones so far away. Dearest, the American Beauties you sent me *were beauties*. They filled the whole cabin with their fragrance. Then your sweet little note of farewell made me feel just like taking a tug for shore, but I resisted the impulse. Then there was a box of "Coronas" from the "boys." Say, fellows, it sure is pleasant to be remembered.

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The Gimlet



DINING ROOM

Then we had to secure our seats in the dining room. There was a long line. Some were terribly particular about where they sat and with whom. You know they might have gotten out of their set for a whole week. Wouldn't it be terrible, Maude? We just took what they gave us and later *with a party all our own* we had a table outside of the main dining room where we could sit, chat and smoke just as long as we pleased.

One of the Mrs. Vanderbilts is on board. She has a cute little daughter with a very "chic" governess.

After dinner to-night we sat on the top deck and watched a red sunset glowing through a mass of great cumulus clouds. Between us and the sun a young Spanish couple

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was silhouetted. We adopted them for our back cover. They were gloriously oblivious to the rest of the world. She was young and pretty and had a rich, clear voice. We could not understand their vivacious conversation, with many gestures, but we learned to love them and wished them a happy future.

So, wearied with the many events and changing scenes of the day, we sought our cabins to lie awake awhile in our narrow berths, thinking of the many dear ones so far away, while the propellers of the steamer beat and throbbed with the rhythm of a great heart. At last, soothed by the lullaby of the swish and murmur of the sea below our cabin portholes, we fell asleep. So ended the first day.

Yours affectionately,

Mike



A man who does things makes many mistakes, but he never makes the biggest mistake of all—doing nothing.
—Poor Richard, Jr.

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The Gimlet

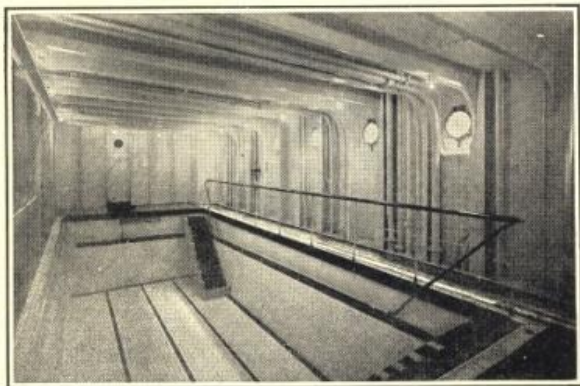
SECOND LETTER

Running Southeast,
Olympic—Monday, July 8th, 1912.

Carissima Maude:

IT was hot and sultry last night. I dreamed and awakened by turns. I thought it was the coffee but I learn from other passengers that they did not sleep.

At seven this morning I donned my bath robe and slippers and descended to the salt plunge bath. The room was all of tile. There were little dressing rooms along one side. Opposite were the portholes looking out upon the blue



SWIMMING POOL

"DIAMOND EDGE IS A QUALITY PLEDGE"

The Gimlet

ocean. The pool itself was about 30x20 feet and from about four to six feet deep. The salt water came in at one end direct from the ocean. It was changed rapidly, so it was always fresh.

First we stepped under the shower of cold fresh water and then plunged into the pool. It was just cold enough to give one a shock. The salt water was very buoyant and you almost felt like having your bacon and eggs served as you floated. This swimming pool on a ship has caused a good many smiles but it is a great institution and was very well patronized by both ladies and gentlemen, of course at different hours.

Another fresh water shower, a hard rub down with rough towels and then the run to our cabins. Don't you think this a fine start for the day's strenuous work?

On the top deck is a small gymnasium with a director in charge. Here too, there are hours for ladies and gentlemen. The various apparatus run by electric power. The plan is to give one *involuntary* exercise. People who cross the Atlantic haven't will power enough to exercise themselves, so it must be done without any exertion of will on their part.

Now, dearest, there isn't any joke about these machines I will describe. They are all real—and were all in almost constant use every day.

The electric massage machine was like a reclining chair. The back under you was of thick canvas, and as



ELECTRIC MASSAGE MACHINE

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you reclined a wheel ran up and down your back from beneath, giving you a delightful up and down motion. It was charming to see men and women with serious expressions lie in this chair while undulations from below traveled upward and downward along their bodies.



HORSE-BACK

riding, hours at a time.

The camel machine had a large leather saddle. The motion can best be described as "undulatory"—or a motion from the N. N. E., S. S. W., E. N. E., W. S. W., all at the same time. The proper thing when riding the camel is to read the "Garden of Allah." The camel machine gives one suppleness of waist—if you are not too far gone.



CAMEL-BACK

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The vibrator is a chair facing two handles. You sit firmly, grasp the handles, the director pulls a lever and you are off. Every inch of loose fat on your whole body is shaken like jelly.

Then there are the usual gymnasium pulleys, weights, wrist machines, bicycles, etc., etc., etc.

The penalty feared by the rich American man and woman is *fat*. Surely their sins do find them out. The ship is crowded with grossly fat women and some fat men. Your *weight* and what you do to reduce is the common topic of conversation.



The decks of this ship are like boulevards. People are ceaselessly walking up and down and around. Four times around the first class deck is a mile.

The steamer is divided into sections. The first class part is in the center and the second class at either end. The division between first and second class is just a railing and below decks a temporary movable iron gate or grill. Except for being near the bow or the stern I would just as soon travel second class. I rather liked the looks of the second class passengers better than the first. They certainly were not so beastly fat and

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seemed a far more friendly, natural and interesting lot.

The emigrants are housed in the extreme ends of the ship—fore and aft. There are very few on this voyage. I don't think I would like the emigrants' quarters. It is interesting to observe the same foreign types traveling first class and as emigrants. They look like members of the same family—only a difference of a few years, of fortune, clothes and jewelry—also a little veneer of manners. The phy-

sical appearance as a result of the same kind of thoughts, the same diet, the same modes of living for countless generations cannot be eliminated in a generation or two of American prosperity.

Until one gets his bearings it is easy to get lost on this ship. You discover a cosy nook and then try to go there again and you can't find it. Last night I went down some stairs from the first class deck and found myself below in the second class quarters. A steward led me to the iron grating and passed me through.

ANTICIPATION—
"SEE HOW WE
WILL COME
OVER"



"DIAMOND EDGE IS A QUALITY PLEDGE"



SMOKING ROOM

The meals are quite good and we are very well served. At our table a passenger asked, "Are your eggs fresh?" "Oh, yes," answered the steward; "*they just came aboard this morning.*" He never cracked a smile—not bad for a Britisher.

A daily paper is published and we find it under our door every morning. The news and stock reports come by wireless. Sorry on Monday that "steel" went down. Wall Street must be afraid of Wilson.

There is a band, or rather orchestra, that plays morning, noon and night. After dinner we sit—ladies and gentlemen—in the palm room—drink coffee—gossip—smoke, and listen to the music. Some of the foreign ladies smoke cigarettes. This looks odd to Americans going over for the first time. They will become used to a good many things.

Last night being Sunday, things were rather quiet—besides it was hot and sultry. "*Icebergs*"

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had been reported so we are taking the extreme Southern route. We are in the Gulf Stream and it is so warm we are wondering how it is in the States. It must be fine "corn growing" weather.

Nothing very exciting so far. The first day or two on ship you always "size up" your fellow passengers. I guess there will be some gossip before we land, my dear Maude, so don't become weary of my letters. Maybe I'm just preparing the setting. I send you a Marconi kissagram.

Ever thine,

Mike



The good man suffers but to gain,
And every virtue springs from pain;
As aromatic plants bestow
No spicy fragrance while they grow;
But crushed or trodden to the ground,
Diffuse their balmy sweets around.

—Oliver Goldsmith.

"DIAMOND EDGE IS A QUALITY PLEDGE"

THIRD LETTER

Steaming Northeast about $33\frac{1}{3}$ Degrees.
Olympic—Tuesday—July 9th, 1912.

Ma Chère Amie Maude:

I AM saving the people on board for the last letters. You can never tell how a "steamer friendship" will turn out until you have landed—until after your last night at sea. As many profound philosophers have said, *the finish proves everything*. As Solon said to Croesus, "I cannot say you are the happiest of men because I cannot foresee your end."

It is wonderful how time slips away on ship-board. A large percentage of our fellow passengers doze the time away in their steamer chairs. What a shame! A lot of these old mummies should stay at home and let young people come over and enjoy the sights. They—the mummies—could sleep just as well on the back porch. But the old *have the cash* while the young have *youth and their hopes*.

The ocean to-day is as blue as the wash water on Mondays. We have leaned over the rail and watched schools of dolphins or porpoises. We have seen a few flying-fish, but no whales or sharks. We are running northward and the air for the first time is fresh and cooler.

The ship is running steadily at something over 500 miles a day. Yesterday it was 530 miles. Some sports tried to work up a daily "auction pool" based on the run but there was little enthusiasm. There's a strong suspicion that these pools are "fixed." Old travelers leave them alone.

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The same "bunch" always win them. Sometimes they run as high as \$500.00, often more. There's only one game of poker going. The same set play all the time. They look like "pikers." They play "all jacks" and I don't believe ever come in unless they hold queens or better. It's the regular "army game" when time is no object, and if you don't "come in" to-day you can "next week." An army game may be safe, but personally I'd rather shake dice—and save time.

Then there's a table of "bridge." These players look English and are very quiet about it.

Monday the deck games started. There is "shuffle board," "bull board," and the "rings." Shuffle board is the popular game. Mr. A. D. Brown, the great shoe merchant of St. Louis, spends a good part of his time on the upper deck playing shuffle board. He saluted me in his characteristic manner, holding aloft his arm and hand. Mr. Brown is a great Baptist and a charter member of of *The Gimlet Club*. I told him I would report him as "sitting in" a poker game and flirting with one of the French ladies on board. Mr. Brown's "*Keep the quality up*" customers would appreciate such a write-up of the "father of the St. Louis Baptist Sanitarium."

It is growing cooler and the sea is somewhat rougher. It does seem strange to ride up and down in an elevator in a rolling ship—still, with so many decks the elevators are a great convenience, especially for elderly people.

This Southern route is about 3000 miles across but the sea has been so smooth that we expect to stop at Plymouth, England, next Saturday evening, July 12th,

"DIAMOND EDGE IS A QUALITY PLEDGE"

The Gimlet

and then cross the channel to Cherbourg, stopping Saturday morning at 7.30. Then the Olympic continues to Southampton, where she docks.

You wanted to know how we liked such a large ship! Personally I much prefer a smaller vessel. This ship is just like the Marlborough-Blenheim Hotel at Atlantic City, put out to sea with nothing changed. There are cafes, palm rooms, sun rooms, *revolving doors*, elevators, smoking rooms, card rooms, parlors, manicures, pedicures, barbers, masseurs, etc., etc. The hallways are endless. Except when you are out on deck you do not realize you are on a ship. There are so many passengers and the ship is so large that you do not see the same people for days. Then you are constantly meeting new people you have never seen before. Naturally the passengers have settled down into little sets or coteries and there is little general mixing. In this respect it is very different from a small vessel, where all the passengers soon become well acquainted.

I have not seen the captain yet. He has not been down to meals in the cabin. The officers have nothing to do with the passengers and are seldom seen. Passengers are left to amuse themselves just as in any great hotel. If you want anything you go to the "Enquiry Office."

The meals seem to get better from day to day, or maybe the sea air has improved our appetites. The service is excellent. We happen at table to have a little old man waiting on us who is quick, alert and attentive.

To sum it up, my dear Maude, if one desires to spend a week in the greatest comfort—in fact, luxury—with little or no ship's motion, he should take such a steamer; but if he wants a real touch of the sea and a change from hotel

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life a smaller steamer should be chosen. For old people who travel like mummies and who want every comfort for their money, this is the ship. It is also a good ship for nurses and children, as there is so much room and so many ways and places to play.

Lovingly,

Mike



REGARDS FOR HEALTH

Mistress—This water has a queer taste.

Careful Servant (who has heard much scientific conversation)—It's alright, mum. There ain't a live germ in it: I run it through a Diamond Edge Food Chopper.

E. W. R.

"DIAMOND EDGE IS A QUALITY PLEDGE"

FOURTH LETTER

S. S. Olympic, Wednesday, July 10th.

Dearest:

I KNOW you do not care much about *ships*. You are only interested in people, and at last I have reached that letter. This will be about men and women.

How a good memory does help one! Do you recall Mrs. X—telling us about her visit to Sicily, and how she was entertained by Count Paterno? Didn't it sound fine when she told us at Poseyville all about her motor trips with a real count—his castle, flowers, etc., etc.? Do you remember the box of candied fruits that came from Italy the following Christmas? Well, here on board I met another Italian count, traveling incog., and he knew Count Paterno very well.

This count tells me that Mrs. X's count was the limit—the degenerate son of a long line of glorious ancestors, etc., etc., etc. He has just been tried and sentenced to prison for a long term of years for *murdering* a lady-in-waiting to the present Queen of Italy. He shot her in a hotel in Rome. She was a member of the ancient Floria family—young and very beautiful. All this happened within the past year, and the Italian papers, so I am told, were full of the scandal. It seems Lady Floria had been supporting Count Paterno. Still American women traveling abroad go wild about titles and noblemen! Possibly Mrs. X, thanks to her good sense and her chaperones, had a narrow escape.

"DIAMOND EDGE IS A QUALITY PLEDGE"

The Gímlet.

This Italian gentleman also tells me that Lieut. Carlo Pfister, who married a St. Louis girl, and who has distinguished himself in the Italian navy, is now in Rome, and it is rumored he will soon retire from the navy to study law and manage the family estates.

Right here let me remark that this Italian is a *dresser right*. His costumes are dreams of harmony. When he wears a blue suit his shirt is a lighter shade of blue, his tie a little darker shade than the shirt, and his silk hose and *jewelry*—pin, studs, buttons *and ring*—all harmonize in blue with his tie. His eyes are also blue and I think all his shades of blue were carefully selected to harmonize with his eyes. The next morning he came out with a tan-colored suit and a whole set of jewelry was in “tans.”

Out in the “wild and woolly” we don’t know what it is to devote ourselves to harmonies in dress, but of course, when one has a valet to lay out his clothes, arrange his jewelry, press and pack up his wardrobe, it is quite different. I have valets for my horses, but never a one for myself. I have to do all my own currying! But, dearest, it is fun to see a man do such things right up to the top notch. There’s a lot in Poseyville we never *think about*, much less *see*!

Hon. John Barrett, Director General of the Pan-American Union, Washington, D. C., is on board. I have known John many years. He has a very clear voice and if he is several cabins away you can hear it operating. You will remember his address before the Contemporary Club of Poseyville about ten years ago. He wears a large round tortoise shell eyeglass with heavy silk ribbon, just like Ambassador Bacon and Harry Lupton of Pittsburg. I must get one in Paris and get into the diplomatic teamster class.

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One of my deck chums is Mr. J. J. Jusserand, L'Ambassadeur de France. "Juss" is all right, very quiet, a good listener, but hasn't nearly as good a voice as Hon. John Barrett. He is a medium sized man—wears one suit all the time—also a small beard; he also wears this all the time. He speaks English very fluently, also French. He lost his diplomatic tortoise shell eyeglasses.



L'AMBASSADEUR
DE FRANCE

Mr. H. G. Kelekian, Persian Vice Consul, spent most of his time reading. I wanted to ask him all about that little Russian difficulty and may have a chance before the ship lands. Diplomats, like artists, are always poor and always crossing the ocean.

Hon. Henry C. Ide, United States Minister to Spain, was another diplomat with whom I discussed international affairs. I gave him my Diamond Edge push button pocket knife. (House, please note and mail me another.)

Vicomte de Tristan and valet, Vicomtesse de Tristan and maid, Miss Agnes de Tristan and maid, Master Pierre de Tristan and nurse are so entered in the passenger list. If I had only seen this list in time I would have registered: *Honorable Mike Kinney, from the Fourth Ward; no valet, no wife, no maid, no son, no nurse—and just a little small change.*

Mrs. Reginald Vanderbilt and two maids, Miss Kath-

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leen Vanderbilt and governess, are also with us. The V.'s are very quiet and do not wear any diamonds or pearls—that is, not in sight. Miss Kathleen is about nine years old—has a very good clear complexion, so I'm sure her diet is not all candy, ice cream and cake.



La Comtesse de Villelume-Sombrevil and I enjoyed a number of long walks on the A deck. No, dearest, don't be jealous; I walked at a proper distance, about ten feet away. I know titled foreign ladies are not safe company for teamsters from Poseyville.

Countess Von Zohlen had no maid and devoted most of her time to her child.

We are certainly having a run on diplomats. In the list I find:

"His Excellency, the Marquis Cusani Confalonieri, Italian Ambassador to United States; Her Excellency, the Marchioness Cusani Confalonieri; Donna Beatrice Cusani Confalonieri and maid."

As usual—everywhere you go—there were globe-trotters from St. Louis. At our table there sat—in addition to the nobility mentioned above—Count Fontana of Florence, and Mr. and Mrs. L. D. Cabanne, whose forefather, Pierre Laclede Ligest, founded the city of St. Louis, I think, in December, 1763. The descendants of the family of Laclede still live in Southern France near the Pyrenees.

They still have hanging in the ancestral villa a painting of Laclede, just before, as a young French soldier, he set sail for America. His

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family hardly knew he was to become the founder of the fourth city in population on the Western Hemisphere! Young man, *get busy!* Who knows what germs of greatness are sleeping within you? *Get busy!*

Next about the sports on shipboard. How time does fly! I haven't told you half of the things that are going on.

Always,

Mike



Surely thus to sing, robin,
Thou must have in sight
Beautiful skies behind the showers,
And dawn beyond the night.

Would thy faith were mine, robin!
Then, though night were long,
All its silent hours should melt
Their sorrow into song.

—Edward Rowland Sill.

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FIFTH LETTER

S. S. Olympic,
Friday, July 12th, 1912.

Dear One:

WE have had great "sports" on board. There is a meeting; a "Committee" is appointed. This "Committee" elects officers and gets to work. A subscription of \$125.00 was raised to buy prizes and pay expenses. No one gave over \$1.00. Mrs. Reginald Vanderbilt shook her head and the rich Miss O'Brien gave 25 cents.

Here is the programme as printed:

WHITE STAR LINE

R.M.S. "OLYMPIC."

Programme of Sports

TO BE HELD ON THE BOAT DECK

ON WEDNESDAY, JULY 10, 1912, AT 2.30 P. M.

President:

Captain H. J. Haddock, C.B., R.D., R.N.R.

Treasurer:

L. D. Cabanne, Esq.
(of St. Louis.)

Secretary:

E. A. Farish, Esq.
(of St. Louis.)

Committee:

Chas. Exley, Esq., Chairman.

L. D. Cabanne, Esq.

Russell Frost, Esq.

E. A. Farish.

G. Russell Sanford, Esq.

Michael Kinney, Esq.

"DIAMOND EDGE IS A QUALITY PLEDGE"

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- | | |
|----------------------------|------------|
| 1—Skipping Race..... | Ladies |
| 2—Skipping Race..... | Children |
| 3—Flat Race, 50 Yards..... | Boys |
| 4—Flat Race, 50 Yards..... | All Comers |
| 5—Flat Race, 50 Yards..... | Veterans |
| 6—"Are You There?" | |
| 7—Potato Race..... | Ladies |
| 8—Potato Race..... | Gentlemen |
| 9—Potato Race..... | Children |
| 10—Spar Pillow Fight..... | Boys |
| 11—Spar Pillow Fight..... | Gentlemen |
| 12—Cigarette Race. | |
| 13—Egg and Spoon Race..... | Children |
| 14—Egg and Spoon Race..... | Ladies |
| 15—Egg and Spoon Race..... | Gentlemen |
| 16—Swinging the Monkey. | |
| 17—Cock Fight. | |
| 18—Slipper Race. | |
| 19—Boot Race. | |
| 20—Relay Race. | |
| 21—Tug-of-War. | |

Children under 16 Years.

Mr. L. D. Cabanne, Clerk of the Course

Mr. J. Foster Sanford, Starter

JUDGES

Mr. Russell Frost Mr. Michael Kinney

Mr. C. P. Lomax

REFEREE

Mr. Charles Exley

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The 6th event, "Are you there?" was most interesting and very laughable. I never saw it before, so I will describe it: Two men are first carefully blindfolded and then their heads are covered with small pillow slips.



They then lie on the deck and each in his left hand grasps a short knotted piece of rope—say 12 inches long. In their right hand they hold a canvas "sausage," about two feet long, stuffed with waste.

When they are spread out one asks "Are you there?" the other immediately answers "Yes," and the first tries to "swat" him on the head with his stuffed club. As the only guide is the voice some of the wild blows are very amusing. A Japanese was one of the best at this game. He turned and twisted like a snake and was only hit once or twice.

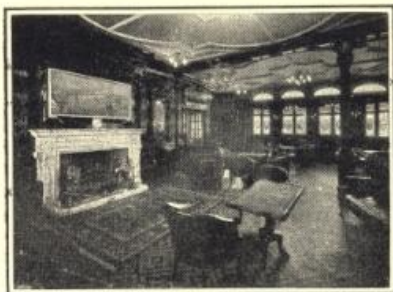
ASKED TO "GO IN" FOR ATHLETICS, HE ANSWERED, "OH, NO: I'M GOING OVER FOR PLEASURE, DON'T-CHER-KNOW."

The sports ran two days—Wednesday and Thursday—the "finals" being pulled off the second day.

Thursday night every one put on his dress clothes and there was a grand concert. Mr. Exley, from South Africa, the Chairman of the

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LOUNGING ROOM

Committee, made a speech. Mr. Ide, our Ambassador—or something—to Spain, awarded the prizes. There were silver cups, cigarette cases, card cases, etc., all bought from the barber on the ship, who also runs a general old curiosity shop.

Miss de la Torre, from Porto Rico, played the piano. Miss Moreno—a Spanish girl—also played. Then there were songs and speeches and everybody was happy. The concert concluded with a song, "God Save the King." The Americans all sang the words of "America"—the tune is the same.

During the concert two young ladies "took up" a collection for the seamen's fund and the band.

Everyone present gave more or less. The young ladies sat at a table in front and counted the money. The collection amounted to \$269.00,

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and thereby hangs a tale. I must tell this sensational story in my next and last letter.

Friday afternoon we sighted the Scilly Islands, then Lands End. The sea was calm but it was hazy. We had not had a rough day the whole trip. One day it rained just a little.

Following in the wake of the ship were hundreds of sea gulls. They always meet a steamer and escort her into port. Sea gulls are a sure sign of land.

Dinner was served at six o'clock and soon after we slowly steamed into the harbor of Plymouth—after a pilot had scrambled up our rope ladder. All these pilots look more like bookkeepers than seamen. They wear "Darby" hats and cutaway coats. They should be more picturesque.

After landing quite a lot of passengers we steamed away from Plymouth. To-morrow is Saturday and we

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will be landed at Cherbourg, France—just six days from New York. It does seem wonderful to leave New York one Saturday noon and dine in Paris the following Saturday!

There will be no time to write on board between now and landing, so my next letter, dear Maude, will be from Paris. Don't forget me.

Your teamster,

Mike



LIFE

Life! I know not what thou art,
But know that thou and I must part,
And when, or how, or where we met
I own to me's a secret yet.
Life! We've been long together
Through pleasant and through cloudy weather.
T'is hard to part when friends are dear,
Perhaps 'twill cost a sigh, a tear;
Then steal away, give little warning,
Choose thine own time,
Say not Good Night, but in some brighter clime
Bid me Good Morning.

—Anne Letitia Barbault.

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LETTER SIX

Paris, Grand Hotel.
Sunday, July 14th, 1912.

M'Adorée:

THE run from Cherbourg was hot and dusty. We were dumped off the Olympic into a little "lighter" (a small steamer). There were not enough seats to go 'round. Most of us stood. It drizzled rain. Then came the crowding and waiting in the custom house shed. Then the rush for our seats in the train. Then a long wait. Finally we were off to Paris.

But I'm not going to write about Paris or France in this *Gimlet*—the next *Gimlet* will be about our wanderings and adventures in Paris. In this I must, according to contract, stick to the ship.



I learned from a seaman that the Olympic did not get aground on her way out of New York but that her steering machinery broke down and had to be repaired; hence the long wait in the harbor. He also said that she almost ran down two yachts, and that the tugs were not pull-

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GRACEFUL BUT SLOW

ing her out of the mud but keeping her steady in the channel. How little passengers on a ship really know about what is happening! No wonder there are so many different stories about the ill-fated Titanic. She was so large that many different scenes might have taken place in various parts of the ship without those in one place knowing what was transpiring in another.

I carefully examined the Olympic's boats. They certainly were not equipped as they should be. There were a lot of new collapsible boats that had been placed on the decks inside of the regular boats. I saw no equipment in these boats at all.

Throughout the ship there seemed to be a lack of discipline. The stewards were not attentive or courteous. I heard general complaints from passengers. Last year we crossed on the "Minnewaska," of the Atlantic Transport Line, and there could be no comparison between the care and attention given passengers on the two ships.

I also noticed that the life boats were concentrated on the upper deck in the center of the ship. It was easy

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to see why the second class and steerage passengers stood little chance on the Titanic on that cold night of April 14th.

But the climax came at the concert Thursday night. This concert was arranged by a committee

WHITE STAR LINE

R.M.S. "OLYMPIC."

Commander H. J. HADDOCK, C.B., R.D., R.N.R.

Programme of Concert

IN AID OF THE

SEAMEN'S CHARITIES

SOUTHAMPTON and NEW YORK

Held in the Reception Room on Thursday, June 11th, 1912,
at 8.15 p. m.

Chairman.....Charles Exley, Esq.

PART I.

- | | | |
|--------------|-----------------------------------------|----------------|
| 1 March | | <i>Strauss</i> |
| | Olympic Orchestra | |
| 2 Piano Solo | Two Cuban Dances | |
| | Miss Maria de la Torre | |
| 3 Selection | The Quaker Girl | |
| | Olympic Orchestra | |
| 4 Piano Duet | Madame Butterfly | |
| | The Misses M. O'Donnell and Bible Wrape | |

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Chairman's Address and Collection

Distribution of Prizes
by the
Honorable Henry C. Ide,
United States Minister to Spain.

PART II.

1 Selection	Cavalleria Rusticana	..
	Olympic Orchestra	
2 Piano Solo	Porque no bailas mas?	..
	Miss Maria de la Torre	
3 Song
	Mrs. A. B. Mathews	
4 Waltz	Valse Septembre	..
	Olympic Orchestra	
5 Piano Solo
	Miss Bible Wrape	
6 Selection	The Shadows	<i>Finck</i>
	Olympic Orchestra	
	National Anthems.	

of passengers. A number of the passengers took part, speeches were made and prizes to the winners in the games were awarded. A collection was taken up by two young ladies. As I wrote in my last letter this collection amounted to \$269.00. The leader of the band stepped over to the table when the money had been counted *and put it all in his pockets.* The chairman of the passengers' committee was just then making a speech.

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It was, of course, supposed that the leader of the band would bring the money to the chairman of the committee. Nixy. No money came forth. So the committee met in the smoking room and summoned the leader of the band. He came and said the money had been distributed to the band. He made no explanations. He was not worrying about the seamen's share.

A committee waited on the captain of the Olympic. He said he had no authority over the band. He stated they were not employes of the ship but paid their passage like other passengers. He said the band and the committee would have to fix it up between themselves.

On this committee were Mr. Exley, of South Africa, Mr. Sanford, late foot ball coach of Yale, and Mr. Cabanne, all 'round athlete of St. Louis. This trio went to the cabin where the band of five were playing cards. They demanded the money. It was refused. Two of the five musicians were promptly thrown out of the room. The door was locked on the inside

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and then began the carnage of the leader and the other two. Exley, Sanford and Cabanne were in their element. The ship's gangways resounded with muffled cries. There were staccato and crescendo notes. There were words shrieked that are not heard in grand opera. There was the sound of muffled poundings like Omar's distant drum. One was reminded of his lines reading, "Take the cash and let the credit go, nor listen to the rumble of a distant drum."

At last the three gladiators emerged, perspiring but smiling. They were only a little mussed up. The musicians did not appear—there was no more music on the Olympic.

The "triple alliance" persuaded the bandmaster to give back \$85.00 and that afternoon there appeared at the top of the stairs a neat bulletin reading:



"The collection for the Seamen's Charities netted \$85.00."

Just imagine such doings on the largest ship in the world! Just imagine such things happening under a British captain and not a word said!

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THE BELLE OF THE SHIP

It is all a result of the tipping system. The ship and its passengers are farmed out to these modern pirates. The ship pays no wages and tells the employes to make all they can out of the passengers. Is it surprising that they are as voracious as sharks? They are servile and impertinent by turns—servile in hope, impertinent when disappointed. Just imagine such a bunch of parasites in some hour of terrible catastrophe! No wonder we hear stories of women being compelled to row at the oars while such men sat and rested.

A crossing on the Olympic gives one a better idea why things that did happen on the Titanic could happen. The story is summed up in three words, "Lack of discipline."

A toi pour toujours.

Mike



FINIS

"DIAMOND EDGE IS A QUALITY PLEDGE"



A SAILOR

RUMINATIONS AT SEA

Sailors are usually silent men. They are not given to over-much conversation. I have observed this also among hunters and trappers. When I look out over the broad ocean, when I lie in my steamer chair and gaze at the clouds hanging over the wide waste of waters, I too am silent. Those who live near to nature look and listen—after a while they see and hear.

Are you tired of it all? Are you weary? Go to the woods, to the lakes and streams, to the mountains, to the ocean. *Be silent* and strength will come back to you.

Mike Kinney

Teamster and Editor.

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A PROMPT DECISION

I left a note beneath dad's plate
Last night in which I tried to state
What my position is on schools,
An' spellin' books, an' slates, an' rules
"Deer Dad"—that was the way I wrote
To him and put it in the note—
"I have decided I am sore
On school, so I won't go no more,
When it begins. I want to go
An' get a job to work at. So
No more at present." I wrote then
Beneath: "Your lovin' little Ben."

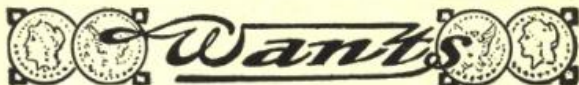
When dad turned up his plate an' seen
The note, he took it up between
His thumb and finger this way
An' read it through, and didn't say
A word; but give a sort o' frown
An' folded it an' laid it down
An' et his supper. Then he lit
His pipe an' set there smokin' it
Till bedtime. Then I said good night.
An' he said, "Good night, son; sleep tight!"
An' when I had got nearly half
The way upstairs I heard him laugh.

This mornin' before I come down
Dad had gone to his work in town.
An' when I turned my plate up, see,
There was another note for me!
It said: "Dear son, by this you'll know
I have decided you're to go
To school when school begins again.
Schools are for boys and work for men.
I work for you, so you must be
Good and must go to school for me,
Or else meet me out in the shed.
Dad." So I'll just do as he said.

—*Omaha World-Herald.*

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FOR SALE.

Stock of hardware and implements. Will invoice about \$12,000.00. Located in Lexington, Miss. Population, 3,000. One of best farming sections in State. Town ships 20,000 bales of cotton annually. Stock for sale on account of ill health.

Neat and up-to-date stock of hardware, furniture and farm implements, invoicing about \$4,000.00, in Missouri town close to St. Joe. Junction point for the C. G. W. Ry. and Wabash. Town is growing rapidly. Poor health, reason for selling.

\$8,000.00 to \$10,000.00 stock of hardware, furniture, paints, oils, glassware, etc., in suburb of St. Louis. Will sell, lease or rent building.

In Missouri town of 12,000 inhabitants, a \$12,000.00 stock of hardware, vehicles, implements, etc., in good condition and in one of the best localities in the State. Will sell all or half the stock. Good reasons for selling.

In Missouri town of about 1,000 people, on the Missouri Pacific Ry., 25 miles from Sedalia, a nice clean stock of hardware, invoicing between \$8,000.00 and \$10,000.00, including implements.

\$6,000.00 stock of hardware, vehicles, harness, etc., also building in Kentucky town of 1,500 inhabitants. Good territory and large territory to draw from. Will rent building if party does not wish to buy same. Good reason for selling.

Stock of hardware and fixtures, invoicing about \$12,000.00, with full line of queensware, located in Kansas town of about 6,000 people. Floor space, 25x120 feet. Basement, 25x40 feet. Excellent opportunity. Will take part farm land and balance cash.

New clean stock of hardware, paints, implements, invoicing about \$5,000.00. Only hardware store in the county. Beautiful up-to-date store with large front windows. Cheap rent. Splendid chance for right party. Reason for selling, other business which requires all time of the present owner.

Implement stock invoicing about \$5,000.00, in Colorado town of 1,500 people. Will sell or rent building. Reason for selling, to find a location for hardware stock.

Hardware stock, tin shop and supplies, invoicing about \$6,000.00, in coal mining town of 3,500. One railroad. Interurban railway. Town has electric lights. Excellent opportunity.

Good stock of hardware, stoves, etc., invoicing about \$10,000.00. Good location in Illinois, 40 miles from Chicago.

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FOR SALE—Continued.

\$32,000.00 stock of hardware, furniture, buggies, wagons, etc., in good South Dakota town. Clean stock. Will take half cash and balance good farm land.

250 acres of land, $5\frac{1}{2}$ miles southeast of Weinert, Tex., Haskell County. 165 acres in cultivation, balance all tillable and smooth. Two sets of improvements, with barns, tanks, etc. Also 9-room residence. Large barn, windmill with water piped all over place. Above will exchange for good clean stock of hardware.

In good Kansas town, \$21,000.00 stock of hardware, buggies, wagons, stoves and furniture, also building worth \$9,000.00. Two-story brick. Terms cash and good notes for any unpaid. Excellent proposition and money making stock.

\$4,000.00 stock of hardware, stoves, etc., in large Ohio town, close to Cincinnati. Will sell for \$4,000.00 or invoice. Owns building and will lease same to buyer. Good location.

\$7,000.00 stock of hardware in Kansas. Equipped with fixtures. Nice clean stock. Owners will give liberal discount for cash. Good opening for live man.

Stock of general merchandise, including some hardware, invoicing from \$2,500.00 to \$3,000.00. Building worth \$2,500.00. Forty miles from Louisville, Ky. Do a good business. Wish to retire on account of age.

Complete stock of general hardware. Also only plumbing and tin shop in city. Store building, 50x100 feet, with "L" 30x40 feet. Located on one of best business corners in a Central Wisconsin town of 2,000. On two railroads. Stock will invoice \$10,000.00. Will take \$15,000.00 to take business. No trades considered. Reason for selling, want to retire from business.

\$3,000.00 good clean stock of hardware and paints, in one of St. Louis' liveliest suburban towns. Population about 8,000. Good schools and churches. Well established business. Reason for selling, other business requires attention. Rent, \$30.00 per month.

In Illinois town of 3,000 inhabitants, stock of hardware, invoicing between \$7,500.00 and \$8,000.00. Will trade for good farm or sell for cash. Reason for selling, ill health.

Nice, clean stock of hardware, in one of the largest towns in Iowa. Population, 25,000. Only four other hardware stocks in city. Excellent opportunity for some live wire.

Set of tinner's tools in good shape, consisting of 1 tin folding machine, 20 inches; 2 small turning machines; 1 20-inch mounted groover; 1 gutter reader; 1 creasing stake with horn; 1 square; 1 beak horn; 1 double seaming, 4 heads; 1 needle case; 1 candle mould; 1 conductor. Will sell for \$25.00.

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In answering these want ads, address THE GIMLET, except where special address is given.

FOR SALE—Continued.

Established plumbing, heating and tinning business, in nice railroad county seat town, of 3,800 population. Good opportunity for any one wishing nice business.

\$5,000.00 stock of sporting goods, stationery, wall paper, etc., in Jefferson City, Mo. Owner wishes to go to Colorado or California, on account of his health.

Stock of guns, ammunition, everything in sporting goods line. Musical goods. Also small stock of jewelry. Will take \$6,500.00 for same, providing the security of note is gilt edge.

\$25,000.00 stock of hardware, furniture, carpets, sporting goods and house furnishings, located in one of the best towns in Missouri. Has been money maker for 20 years. Double reason for selling; one, to enable them to make settlement with heirs of deceased partner. The other, other partner has other business interests making more money and requires more of his time. To party who can handle business of this size, this is one of the best opportunities that has presented itself for a money maker. Town has 12,000 population. Three railroads. Division point for one of them. Agricultural and manufacturing section. 52 various factories. Monthly pay roll of \$40,000.00. 75 per cent of purchase price must be cash; payment of balance easily arranged.

Stock of hardware and furniture invoicing about \$3,000.00. Doing a \$14,000.00 business annually. Frame building, 24x70 feet. Living rooms up stairs, 24x40 feet. Building valued at \$3,000.00. Located in Southeastern South Dakota, in Charles Mix County. New town of 100 inhabitants, and surrounded by good farming country. Crop conditions are fine. Reason for selling, other business interests require owner's attention.

Stock of hardware, groceries, oils, paints and implements. Will invoice about \$4,000.00. Cheap, if taken at once. Stock can be reduced to \$2,500.00 in two months. Will also sell real estate if desired, consisting of dwelling, barns, etc., and about 2 1/2 acres of land.

Owing to death of one of the partners, we have for sale, an \$8,000.00 stock of hardware, located in a county seat town of 2,500 inhabitants, in Gas Belt of Eastern Kansas. This is old established business and will be money maker for some good, live hardware man. Store can be rented for \$50.00 per month. They do tinning and plumbing and employ one clerk and two shop men.

\$6,000.00 hardware and furniture stock in town of 75,000 inhabitants, Northwestern Missouri. Reason for selling, senior member of firm wishes to retire from business.

Clean stock of groceries, hardware and general merchandise. Will invoice about \$8,000.00. Located in village of 200 inhabitants, on I. C. Ry., in Northern Illinois. Splendid location and doing good business, but must sell on account of ill health. Will rent building to purchaser. Terms, cash.

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FOR SALE—Continued.

Good, clean stock of hardware for sale. No trades. Good town of 800 inhabitants, in Ohio. Tin shop in connection. Must sell on account of ill health.

FOR SALE OR TRADE.

Stock of general merchandise, (or half interest in same) invoicing about \$16,000.00, located in one of the best farming towns in Pittsburg County, Okla.

FOR EXCHANGE.

70 acres of all good, level prairie land and a good two-story house. Barn, grainery, etc., in Richland County, Ill., 5 miles from Dundas. Will trade for small hardware stock not invoicing over \$3,500.00.

160 acres in Nebraska, 100 acres in alfalfa, free of incumbrance. Will exchange for stock of hardware. Price, \$30.00 per acre.

800 acres of good farming and grazing land, located in Carson County, Tex., 10 miles from County seat. All fenced. 160 acres in cultivation. Good house, barn, well, etc. Price, \$20.00 per acre. Will exchange for good stock of hardware and furniture and pay cash for difference in value of stock and land, if any.

Farm to trade for general merchandise, 160 acres. 60 acres in cultivation; 80 acres tillable. Good improvements. On the River, 3 miles from county seat and railroad in Southern Missouri.

WANTING TO INVEST.

We know of good, reliable man with \$3,000.00 to \$5,000.00 cash, who is looking for an opening for hardware business in Mississippi, Alabama or Texas. He prefers Mississippi, but will consider any good town in either of other tow States. Either for a new stock or to buy out an established business.

BUSINESS OPPORTUNITY.

30x50-foot store room for rent, with basement and second floor, for warehouse and storage suitable for stock of general merchandise, close to country town of 1,800 inhabitants.

HELP WANTED.

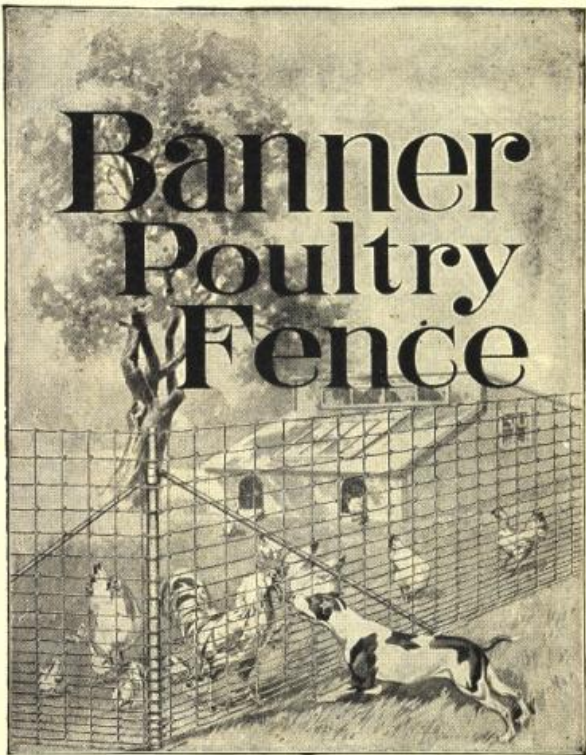
First class tinner, one who has had experience in furnace work. Permanent job, good wages.

Illinois concern desires all-round tinner with experience in plumbing businessalso. One who has had experience and can make himself useful around the store.

POSITION WANTED.

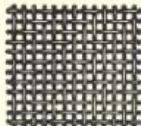
Party thirty-four years old, married and with nine years' experience in retail hardware business and five years in general store, desires position in some good hardware concern. South preferred. Does not drink or smoke. Can give A1 references.

"DIAMOND EDGE IS A QUALITY PLEDGE"



We offer exceptional value in this good fence. Substantially made, close mesh, strong, durable, handsome. Well advertised, popular. We will back the DEALER as well as the PURCHASER. Write for our literature and our proposition.

AMERICAN STEEL AND WIRE COMPANY
72 W. ADAMS STREET, CHICAGO



Clinton Wire Cloth



We make many different kinds of Wire Cloth.

We can furnish any mesh from any kind or size of wire.

We carry the largest stock of all the standard grades handled by the Hardware trade, and can ship orders for same at sight.

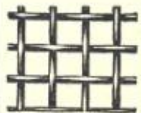
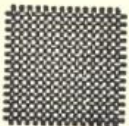
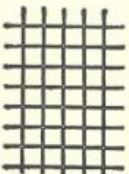
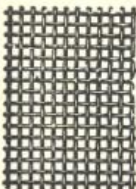
Quality and Finish unsurpassed and guaranteed.

SEND FOR PRICES

**CLINTON WIRE
CLOTH CO.**

CLINTON, MASS.

Boston " New York
Chicago San Francisco



The Gimlet

Sell
yourself
a touch-
operating



Dalton

ADDING MACHINE

JOIN the greatest, most enthusiastic sales force in the world. Recruited from 287 different lines of business, it now runs into many thousands. Regardless of former experience, each man has made good by selling himself one or more Dalton Adding Machines. The reason all men in these various lines of business have not sold themselves a Dalton is simply because they have not seen one—watched it in actual operation.

WE HAVE NEVER REALLY SOLD A DALTON

We have shown them. That has sufficed. No man has ever resisted SELLING HIMSELF the machine once he has really come at a full knowledge of it. Fastest for the expert, fastest for the novice.

Then, too, the Dalton is more than a simple adder. Easier

than any single purpose machine performs its solitary function, the Dalton attends to its numerous duties—with added accuracy and speed. The Dalton adds, subtracts, multiplies, divides; figures fractions as readily as whole numbers.

Literature on request.

THE DALTON ADDING MACHINE COMPANY

1628 WATER STREET, POPLAR BLUFF, MO.

DISSTON
*Quality
Sells*

The Disston Brand

**SAWS
TOOLS
and FILES**

by their efficiency and
lasting qualities soon
repay their cost and
become profit earners.

HENRY DISSTON & SONS

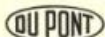
Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA.

Established 1840

WE ARE ADVERTISING
Trapshooting
TO HELP YOU SELL



SPORTING POWDERS AND
GUN CLUB EQUIPMENT

Trapshooting is growing in popularity and the demand for guns, ammunition and gun club equipment is constantly increasing. A dealer in an eastern city, having a

THRIVING GUN CLUB

Sold 375,000 loaded shells during 1911—a phenomenal increase over 1910 sales. Similar reports from other cities prove the widespread interest in Trapshooting and show the profitable sales for dealers who recognize the advantages of making their store the headquarters for trapshooters.

**IF THERE'S NO GUN CLUB IN
YOUR CITY, WE'LL HELP YOU**

To start one. Just send a postal to Dept. 13 asking for Gun Club Organization Booklet, and we will render early and effective aid.

DU PONT POWDER COMPANY
Wilmington, Delaware

A NEW RECORD

COMMUNITY SILVER



LOUIS XVI PATTERN



RELIANCE PLATE



KENWOOD PATTERN

The Dealer who carries
**COMMUNITY
SILVER**

and
RELIANCE PLATE

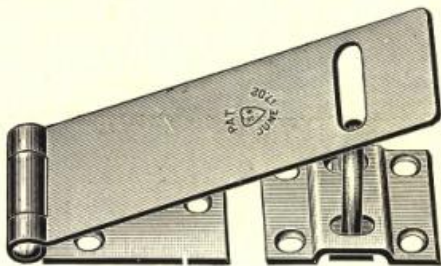
echoes their praises, because he finds
new and better "records" for his store

Both Community Silver and Reliance Plate are sold only on
a restricted price basis, hence cut throat competition is avoided
and every sale counts - yields a sure and generous profit.

ONEIDA COMMUNITY LTD

ONEIDA, N.Y.

STANLEY'S **"SAFETY" HASPS**



See that Staple

It's different. It stands straight up and down, proud of its appearance, proud of its strength, proud of its ancestry. Other staples lie flat and as a consequence the padlock sticks out at any odd angle. With the "Stanley" Staple the padlock hangs flat against the door. The movable staple plate helps too, providing for the shrinkage of the door.

The Stanley "Safety" Hasp is surely a safe proposition for any Hardware Dealer to have in his stock. His customers will want them to lock up their chickens, their automobiles, their garden tools, their winter's supply of coal, etc., etc.

**ASK FOR "STANLEY'S" 915
ONE IN A BOX WITH SCREWS**

THE STANLEY WORKS

New York

New Britain, Conn.

Chicago

Shoot to Win

The official figures of the recent ammunition test show that **(US) AMMUNITION** led its nearest competitor 20 per cent in accuracy.

The official figures of International Military Rifle Match at Olympic Games, Stockholm, show that the United States Rifle Team led its nearest competitor (Great Britain) $5\frac{1}{2}$ per cent for accuracy. The test and match were held at same ranges, 300 and 600 meters.

QUESTION: Would the United States Rifle Team have won the World's Championship with ammunition 20 per cent less accurate?

United States Cartridge Company
Lowell, Mass.

The Gimlet

The Lookout



"It Rings for a dollar."

WHAT if the Lookout was designed to sell?—What if it was given good works—good looks—a good name and a popular price?

What if it was put up in a corking good box and insured the dealer a nice fat profit on every one he sold?

—What if it's carried in stock by 325 wholesalers?

What if through advertising its sales have been increased in less than three months from 160 to 1090 every day in the week?—

What if it's made by Westclox, La Salle, Illinois?

The Gimlet



THIS BOOK

Sent on Application to those
Interested in
A HARDWARE CATALOGUE

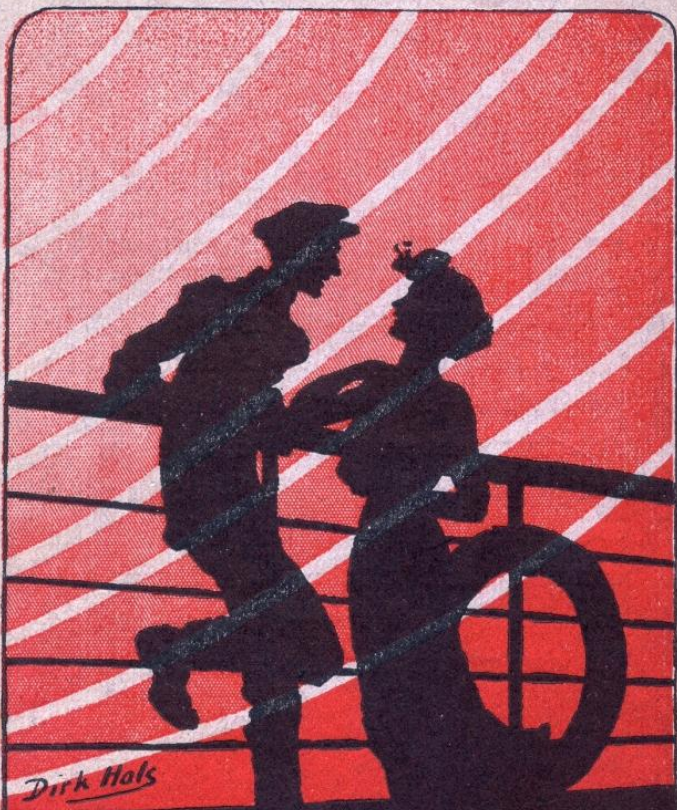
WOODWARD & TIERNAN
PRINTING COMPANY
ST. LOUIS U S A

Specialists in Compiling Copy and
Publishing Hardware Catalogues

THE unexpected happens: Unsink-
able ships sink—Cinderella wins
the Prince—the poor boy becomes the
rich merchant—the author in the garret
writes the great book. Back of all these
unexpected things is not the law of
compensation, but the law that rewards
patience and industry—also the law that
punishes egotism, luxury and carelessness.

Mike Kinney

Teamster and Editor.



Dirk Hals

"OLYMPIC"